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NEW YORK, January 7, 1888.

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TO BE PUBLISHED SHORTLY.

About Giants. By Isabella Smithson.

The Deathless Book. By Rev. D. O. Mears.

The Doctor of Deane. By Mary T. Palmer.

Ethel's Year at Ashton. By Mrs. S. E. Dawes.

Margaret Regis. By Annie H. Ryder.

Profiles. By "Pansy" and Mrs. C. M. Livingston.

St. George and the Dragon. By Margaret Sidney.

Volcanoes and Earthquakes. By Samuel Kneeland, LL.D.

The Publishers' Weekly.

JANUARY 7, 1888.

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REFERENCES.

Educational Number, July 30.
 English Books, July 2, July 16, Aug. 6, Aug. 20, Sept. 3,
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THE Annual Catalogue for 1886 was sufficiently successful to warrant us in arranging for an Annual Catalogue for 1887, which will be published as early in the year as the mechanical difficulties will permit. As in the case of the previous volume, the edition will be limited, and those desiring copies are requested to send in their orders at once in advance. The price will be, as last year, \$3 in paper, \$3.50 in half leather, and the

features will be essentially the same as those of last year. Of the Annual Catalogue for 1886 but 10 copies remain unsold, and those who desire to keep complete files of these bibliographies will lose their chance if they do not order at once.

NOTES IN SEASON.

THE Library Bureau, Boston, will publish at once a revised and greatly enlarged edition of M. Dewey's work on "Decimal Classification."

CHARLES SCRIBNER'S SONS have in press a collection of the clever humorous society dialogues by Philip H. Welch, that recently appeared in *Puck*, under the title of "The Tailor-made Girl."

ISAAC MYER, 209 S. 6th St., Philadelphia, has in preparation a work entitled "Qabbalah: the philosophical writings of Solomon Ben Yehudah Ibn Gebirol or Avicebron, and their connection with the Hebrew Qabbalah and Sepher haz-Zohar, with remarks upon the origin, antiquity, and contents of the latter; also, an ancient lodge of initiates, translated from the Zohar, and an abstract of an essay upon the Chinese Qabbalah, contained in the book called the Yih King; a translation of part of the mystic theology of Dionysius, the Areopagite; and an account of the construction of the ancient Akkadian and Chaldean universe, etc." The work will contain many diagrams and engravings. Only 350 copies will be printed, and 150 copies on large paper.

S. M. YOST & SON, publishers of the *Valley Virginian*, Staunton, Va., have just issued a new work by Hon. I. Lewis Peyton entitled "Rambling Reminiscences of a Residence Abroad—England, Guernsey." The author was sent in the C. S. man-of-war *Nashville* through the Charleston, S. C., blockade in 1861, to England as a foreign State Agent, and resided there many years after the downfall of the Confederacy. He was admitted into the best society, and had, therefore, exceptional opportunities of becoming acquainted with the political situation and the numerous social questions of the day, etc. He has embodied in this work the result of his observations and experiences, including notices of such leading men then prominent as Earl Russell, Lord Palmerston, Mr. Gladstone, Mr. Disraeli, Mr. Bright, and Victor Hugo, and other prominent men in the Channel Islands.

HARPER & BROS. will publish on the 10th inst. Anthony Trollope's autobiography which he calls "What I Remember;" "Life and Labor, or, the characteristics of men of industry, culture, and genius;" another book by Samuel Smiles, who has written so much and so well of "Self-Help," "Character," "Thrift" and "Duty;" and "Mr. Absalom Billingslea, and other Georgia folk," another volume of Southern sketches or dialect stories by Col. R. M. Johnston, the author of "Dukesborough Tales," etc. They will publish almost immediately the first number of a series of handy little volumes, to be called *English Classics for School Reading*, edited by Dr. William J. Rolfe. The book consists of annotated extracts from Sir Walter Scott's works, is illustrated, and contains a short sketch of Scott's life. It is intended to supplement the use of a general reader in the high schools or advanced grammar schools either in the class-room or elsewhere. The motive, of course, is to rouse additional interest in the study of English literature.

WEEKLY RECORD OF NEW PUBLICATIONS.*

The abbreviations are usually self-explanatory. c. after the date indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Books of foreign origin of which the edition (annotated, illustrated, etc.) is entered as copyright, are marked c. ed.; translations, c. tr.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederic; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are designated as follows: F. (folio: over 30 centimeters high); Q. 4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obl., narr., designate square, oblong, narrow books of these heights.

Baring-Gould, S. Richard Cable, the lightshipman. Phil., J. B. Lippincott Co., 1888. 3+ 460 p. S. (Lippincott's ser. of select novels, no. 81.) pap., 25 c.

Josephine Cornelli was a beautiful hot-tempered girl, in whom all goodness had nearly been killed by a selfish, unprincipled father. Richard Cable was a simple, honest sailor, master of a lightship and a widower and father of seven children. Cable twice saves Josephine's life and the result is a marriage in defiance of the good advice of all belonging to each party. This ill-sorted connection is only the beginning of a story full of original scenes and character studies from both high life and the very poorest English cottage life.

Barr, Rev. T. E. The gist of it: a philosophy of human life; with an introductory note by Rev. D. S. Gregory, D.D. N. Y., A. C. Armstrong & Son, 1887. c. 29+350 p. D. cl., \$1.50.

The object of this treatise is to present in a popular but systematic form the several factors in the great problem of life, and to set forth the Christian religion as its only sufficient solution. Pt. 1 considers the facts of life in answer to these five questions: What am I? Where am I? Whence am I? Whither am I going? What is my relation to my situation, my origin, my future? Pt. 2 logically rounds out the volume by giving the interpretation of the facts. A full analysis and index make it a convenient handbook for reference.

Braeme, Charlotte M., ["Bertha M. Clay," pseud.] Signa's sweetheart. N. Y., G: Munro, [1888.] 361 p. D. (Seaside lib., pocket ed., no. 1052.) pap., 20 c.

Cook, J.; D.D. Sermons preached in St. Andrew's church, Quebec. Montreal, Dawson Bros., 1888. 10+354 p. O. cl., \$1.50.

Twenty-seven sermons preached during a ministry extending over fifty years.

***Deiler, J. Hanno.** Volapük: a short grammar with aids to memory. New Orleans, J. Hanno Deiler, 437 Bienville St., 1888. S. pap., 25 c.

Eddy, R.; D.D., ed. The Universalist register; giving statistics of the Universalist Church and other denominational information, etc., for 1888. Bost., Universalist Pub. House, 1888. 102 p. D. pap., 25 c.

Howley, M. F., D.D. Ecclesiastical history of Newfoundland. Bost., Doyle & Whittle, 1888 [1888.] c. 426 p. por. map. and il. O. cl., \$2.50 Beginning with the discovery of Newfoundland by Cabot, this volume precedes with an account of the early settlements and the first colonies; this is followed by a history of the various ecclesiastical bodies founded there, and the important religious and educational work accomplished by them. Besides a great many facts, theories and documents relating to the early history of Newfoundland, and interesting to the general reader, there are many anecdotes, incidents, and descriptions of a purely local character that appeal chiefly to Roman Catholics.

Indiana Historical Soc., pamphlets, no. 4. Longhery's defeat, and Pigeon Roost massacre; with introductory sketch by C: Martindale. Indianapolis, The Bowen-Merrill Co., 1888. 32 p. D. pap., 25 c.

***Logan, J. A.** The volunteer soldier of America;

with biographical memoir by Dr. C. A. Logan Chic., R. S. Peale & Co., [1888.] 706 p. il. and por. O. cl., subs., \$3.50.

Longley, Mrs. M. V. Caligraph lessons for the use of teachers and learners; designed to develop accurate and reliable operators. Cin., Rob. Clarke & Co., 1888. c. no paging, Q. pap., 50 c.

Longley, Mrs. M. V. Type-writer lessons, for the use of teachers and learners adapted to Remington's perfected type-writers. Cin., Rob. Clarke & Co., 1888. c. no paging, Q. pap., 50 c.

***Lusavorien** Club reader; published by the Lusavorien Literary Soc. of Oakland, Cal.; contains choice gems of elocutionary literature. Oakland, Cal., W. B. Hardy, 1887. 200 p. D. cl., 60 c.; pap., 40 c.

McLaughlin, Miss M. Louise. Painting in oil; a manual for the use of students. Cin., Rob. Clarke & Co., 1888. c. '87. 111 p. sq. D. cl., \$1.

Contains chapters on: Technique; Harmony of color; Color in its relation to light and shade; Colors; Materials; On certain changes caused by the mixture of pigments; Palettes. By the author of "Pottery decorations" and "China painting."

Messaros, Waldo. Some dainty poems; il. by Stephen J. Ferris, E. T. Snow, and M. A. Campbell. Phil., Rufus C. Hartranft, 1888. c. '87. 3-93 p. sq. D. cl., \$2.

Little gems of song of a quaint and rare beauty, by the well-known poet-preacher of Philadelphia. The make-up of the volume is very pretty; there are dainty head and tail pieces printed in colors, several, etchings, and wood-cuts in colored inks.

Monday Club. Sermons on the International Sunday-school lessons for 1888; by the Monday Club. 13th series. Bost., Congregational S. S. and Pub. Soc., [1888.] c. '87. 414 p. D. cl., \$1.25.

Forty-nine sermons by twenty different clergymen from various parts of the United States on the portions of the Old and New Testaments selected for this year's Sunday-school lessons. The first and second quarter relate to Matthew, the third and fourth quarter to Exodus, Leviticus, Numbers, Joshua, Judges, Ruth.

O'Shaughnessy, T. Terence O'Dowd; or, Romanism to-day: an Irish story founded on facts. Phil., Presb. Bd. of Pub., [1888.] 350 p. il. S. cl., \$1.15.

The author in his introduction announces his purpose to be to instruct and awaken the people or the Protestant Churches to a clearer conception of nineteenth century Romanism in countries where its power is uncontrolled. Especially does he desire to warn Protestant parents of the danger of sending their children to Romanist schools.

***Parkes, E. A.** A manual of practical hygiene; 7th ed., enl. by F. de Chaumont, M. D. Phil., P. Blakiston, Son & Co., 1888. il. O. cl., \$4.50.

*In this list, the titles generally are verbatim transcriptions (according to the rule of the American Library Association) from books received. Books not received are indicated by a prefixed asterisk and this office cannot be held responsible for the correctness of their record.

- Piatt, J: Ja.** Idyls and lyrics of the Ohio Valley. [New issue.] Bost., Houghton, Mifflin & Co., 1888. c. '87. 160 p. 1 il. D. cl., \$1.25.
- Rand, McNally & Co.**'s large scale sectional map of southern California. Chic., Rand, McNally & Co., 1887. c. S. folded map, cl., \$1.
- Routledge's almanack** for 1888. N. Y., G: Routledge & Sons, [1888.] 386 p. D. cl., 75 c.; pap., 50 c.
"A compendium of useful and interesting information concerning our own [Great Britain] and foreign countries, colonies, etc.; with a review of the musical, scientific, artistic, ecclesiastical, dramatic, sporting, and other events of the year, including commercial and financial statistics, etc., comparative tables, and other information for all classes of the community; with a calendar for the year 1888, an obituary, and a table of notable events in 1887."
- Shakespeare, W:** The winter's tale; [also,] Pandosto; or, the triumph of time. N. Y., Cassell & Co., [1888.] 192 p. T. (Cassell's nat. lib., v. 2, no. 101.) pap., 10 c.
- Sievers, E:** An old English grammar; tr. and ed. by Albert S. Cook. 2d ed., rev. and enl. Bost., Ginn & Co., 1887. c. '85, '87. 18+ 273 p. D. cl., \$1.12.
- ***Simonds, J: Cameron, and McEnnis, J: T.** The story of manual labor in all lands and in all ages; its past condition, present progress, and hope for the future: a pen-picture of the wage-worker, from a social, political and economical standpoint; with an account of the unions, guilds, and associations organized for his benefit and protection. Chic., R. S. Peale & Co., 1887. c. '86. 715 p., O. cl., subs., \$2.75; hf. rus., \$3.50.
- Smiles, S:** Thrift. N. Y., Harper, [1887.] 65 p. Q. (Harper's Franklin sq. lib., no. 615.) pap., 20 c.
- ***Sprague, C: E.** Handbook of Volapük: a complete grammar with exercises and a vocabulary. N. Y., C: E. Sprague, 1271 Broadway, 1888. D. cl., \$1.
- ***Starr, L: M.D., Walker, J. B., M.D., and Powell, W. M., M.D.** Synopsis of the physiological action of medicines. 3d ed. Phil., P. Blakiston, Son & Co., 1888. 72 p. Tt. cl., 75 c.
- ***Talbot, Eugene S., M.D.** Irregularities of the teeth and their treatment. Phil., P. Blakiston, Son & Co., 1888. 163 p. il. O. cl., \$1.50.
- Taylor, Ja. W., D.D.** Scotland's strength in the past and Scotland's hope in the future. N. Y., A. C. Armstrong & Son, [1888.] 2+93 p. D. pap., 50 c.
A brief historical survey of Scotland's religious struggles during the past three hundred years. It aims to show that Scotland's strength in the past and hope in the future lies in the faith and resolve "That in all things the Lord Jesus Christ should have the preëminence."
- Thrum, T: G., comp.** Hawaiian almanac and annual for 1888: handbook of information on matters relating to the Hawaiian Islands. 14th year. Honolulu, H. I., Press Pub. Co., T: G. Thrum, 1887. 99 p. O. pap., 50 c.
- ***Tidy, C: Meymott.** Handbook of modern chemistry, inorganic and organic. 2d ed. rev. Phil., P. Blakiston, Son & Co., 1888. 894 p. O. cl., \$5.50.
- Verne, Jules.** The tour of the world in eighty days. N. Y., G: Munro, [1887.] 179 p. D. (Seaside lib., pocket ed., no. 1050.) pap., 20 c.

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Taylor, Scotland's strength.....	50

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THE BOWEN-MERRILL Co., Indianapolis.

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Dieler, Volapük.....	25

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Howley, Ecclesiastical history of Newfoundland	2.50
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GINN & CO., Bost.

Sievers, An old English grammar, 2d ed.	1.12
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W. B. HARDY, Oakland, Cal.

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Simonds and McEnnis, Story of manual labor, subs.	\$2.75;
	3.50

PRESBYTERIAN BD. OF PUB., Phila.

O'Shaughnessy, Terence O'Dowd.....	1.15
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PRESS PUB. CO., Honolulu, H. I.

Thrum, Hawaiian almanac, 1888.....	50
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RAND, MCNALLY & CO., Chic.

Rand, McNally & Co.'s large scale sectional map of Southern California.....	1.00
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G. ROUTLEDGE & SONS, N. Y.

Routledge's almanac for 1888.....	50 c. ;
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C. E. SPRAGUE, 1271 B'way, N. Y.

Sprague, Hand-book of Volapük.....	1.00
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UNIVERSALIST PUB. HOUSE, Bost.

Eddy, The Universalist register, 1888....	25
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LIST OF NEW ENGLISH BOOKS.

Published from Nov. 15 to 30 and from Dec. 1 to 15. Selected from the [London] "Publishers' Circular."

- Adams, W. H.** India, pictorial and descriptive. Folio. 284 p., 10s. 6d..... Nelson.
- Allen, J. R.** Early Christian symbolism in Great Britain and Ireland before the Thirteenth Century. The Rhind lectures in archaeology for 1885. 8°. 410 p., 15s..... Whiting.
- Amnon, Prince and Peasant;** a romantic idyl of Judaea. Translated and adapted from the original Hebrew by Frank Jaffe. Post 8°. 274 p., 3s. 6d. Simpkin.
- Ashton, J.** A century of ballads. Collected, edited and illustrated in fac-simile by John Ashton. Roy 8°. 374 p., 31s. 6d..... Stock.
- Bain, J. A. K.** The people of the pilgrimage: an expository study of the "Pilgrim's Progress" as a book of character. 1st series: True pilgrims. Post 8°. 470 p., 6s..... Hodder.
- Blackie, C.** A dictionary of place names, giving their derivations. With an introduction by John Stuart Blackie. 3d ed., revised, post 8°. 268 p., 7s..... Murray.
- Bosworth, J.** An Anglo-Saxon dictionary. Ed. and enl. by T. Northcote Toller. Part 3, 4°. sewed, 15s. Frowde.
- Bourne, H. R. F.** English newspapers: chapters on the history of journalism. 2 v. 8°. 818 p., 25s. Chatto.
- Brahms, J.** A biographical sketch. By Dr. Hermann Deiters. Translated, with additions, by Rosa Newmarch. Ed. with preface by J. A. Fuller Maitland. 12°. 161 p., 6s..... Unwin.
- Castel.** Memoirs of Count Horace De Viel Castel: a chronicle of the principal events, political and social, during the reign of Napoleon III. from 1851 to 1864. Translated and ed. by Charles Bousfield. 2 v. 8°. 610 p., 30s..... Remington.
- Cheshire, F. R.** Bees and bee-keeping, scientific and practical. V. 2: Practical. Post 8°. 650 p., 8s. 6d. L. U. Gill.
- Classified catalogue** of educational works in use in the united kingdom and its dependencies in 1887. So arranged as to show at a glance what works are available in any branch of education. 240 p., 6s..... Low.
- De Leon, E.** Under the stars and under the crescent. 2 v. cr. 8°. 12s..... Low.
- England and Napoleon in 1803:** being the despatches of Lord Whitworth and others; now first printed from the originals in the Record office. Edited for the Royal Historical Society. 8°. 316 p., 15s..... Longman.
- Hogan, J. F.** The Irish in Australia. 8°. 350 p., 10s. 6d..... Ward & D.
- Jacobi, C. T.** The printer's handbook of trade recipes, hints, and suggestions relating to letterpress and lithographic printing, bookbinding, stationery, engraving, etc. Cr. 8°. 2s. 6d..... Chiswick Press.
- Keil, C. F.** Manual of biblical archaeology; with alterations and additions published by the author for the English translations. Translated from the German chiefly by the Rev. Peter Christie. Ed. by the Rev. Frederick Crombie. V. 1. 8°. 466 p., 10s. 6d. (Foreign Theological Library.)..... Hamilton.
- Lesseps, F. de.** Recollections of forty years. Translated by C. B. Pitman. 2 v. 8°. 630 p., 24s. Chapman.
- Macleod, N.** Love, the fulfilling of the law; extracts from the writings and mss. of the late Norman Macleod. Selected and arranged by his daughter, A. C. Macleod. Post 8°. 370 p., 6s..... Burnet.
- Noctes Shaksperianæ:** a series of papers by late and present members of the Winchester College Shakespeare Society. By the Rev. Charles Halford Hawkins, M.A., President. 8°. (Winchester, Warren & S.) 6s. Castle & L.
- Ricardo, D.** Letters to Thomas Robert Malthus, 1810-23. Edited by James Bonar. 8°. 264 p., 10s. 6d. Frowde.
- Shakspeare's works.** Edited by Henry Irving and Frank A. Marshall. With notes and introduction to each play by F. A. Marshall and other Shakspearian scholars. With numerous illustrations by Gordon Browne. V. 1. 4°. 366 p., 10s. 6d..... Blackie.
- Spurgeon, C. H.** Sketch of the life of pastor Charles Haddon Spurgeon. With 13 portraits and engravings. 8°. 32 p., sewed, 2d..... Passmore.
- Stowe, C. E.** History of the books of the Bible. Designed to show what the Bible is not what it is, and how to use it. Fully illustrated. 8°. 582 p., 7s. 6d..... Clark.
- Bellesheim, A.** History of the Catholic church of Scotland, from the introduction of Christianity to the present day. Translated, with notes and additions, by D. Oswald Hunter Blair. 4 v. Vs. 1 and 2, 8°. 950 p., 25s..... Blackwoods.
- Carter, R. B., and Frost, W. A.** Ophthalmic surgery. Illustrated with a chromograph and 91 engravings. 12°. 550 p., 9s..... Cassell.
- Confucius'** life and teaching. With explanatory notes by James Legge. 6th ed., post 8°. 340 p., 10s. 6d. Trübner.
- Dickens, C.** The posthumous papers of the Pickwick Club. With illustrations by R. Seymour, R. W. Russ, Hablot K. Brown (Phiz), and J. Leech. Victoria ed. 2 v. 8°. 880 p., 42s..... Chapman.
- Fenn, G. M.** Mother Carey's chicken; her voyage to the unknown isle. With 8 full-page illustrations by A. Forester. Post 8°. 352 p., 5s..... Blackie.
- A tale of adventure on the eastern seas.
- Kinglake, A. W.** The invasion of the Crimea: its origin, and an account of its progress down to the death of Lord Raglan. V. 7 and 8. 8°. 770 p., 28s. Blackwoods.
- Leech, J.** Pictures of life and character from the collection of Mr. Punch. V. 3. 4°. 10s. 6d. 3 v. in 1. 28s..... Bradbury.
- Renan, E.** Saint Paul. Complete ed. Post 8°. 166 p., 3s. 6d..... Temple Co.
- Schumann, R.** Early letters of Robert Schumann, originally published by his wife. Translated by May Herbert. Post 8°. 312 p., 7s. 6d..... Bell & S.
- Stokes, G. T.** Ireland and the Celtic church; a history of Ireland from St. Patrick to the English conquest in 1172. 2d ed. 8°. 360 p., 9s..... Hodder.
- Symington, J.** Some personal reminiscences of Carlyle. Post 8vo. 126 p., 2s..... A. Gardner.
- Wohl, Janka.** Liszt, F. Recollections of a compatriot. Translated from the French. By B. Peyton Ward. Post 8°. 242 p., 6s..... Ward & D.

NOTES ON CATALOGUES.

W. R. JENKINS, 850 Sixth Ave., N. Y., has published a revised and enlarged catalogue of veterinary books, and works treating on horses cattle, sheep, swine and dogs. (16 p. 8°.)

Catalogues of Second-hand Books. A. S. Clark, 34 Park Row, N. Y., Ollapodrida, or a well-digested *melange*, being odds and ends, no. 24, selected from "the Literary Junk Shop"—being, in other words, a priced list of books in various departments of literature. (32 p. 16°.)—Richard H. Sutton, Manchester, Eng.; Catalogue, no. 35, including ballads, the drama, Shakesperiana, etc. (8 p. 12°.)—Thos. J. Taylor, Taunton, Mass., Catalogue no. 6, of the local history and affairs of America, topographically arranged. (6 p. 16°.)

AUCTION SALES.

[We shall be pleased to insert under this heading, without charge, advance notices of auction sales to be held anywhere in the United States. Word must reach us before Wednesday evening, to be in time for issue of same week.]

JANUARY 11-13, 3 P.M.—A collection of books in various departments of literature.—Bangs.

JANUARY 16-18, P.M.—Three thousand volumes of books, mostly British printed.—Bangs.

Other sales.

JANUARY, 1888.—The second part of the Trivulzio library of Milan, with some addenda.—Leavitt.

SPRING, 1888.—The autographs and correspondence of the late Frederick William Fairholt.—Leavitt.

SPRING, 1888.—The library of the late Col. J. T. Mathias, of Baltimore, Md., editor of the *National Intelligencer*, *Catholic Mirror*, etc.—Leavitt.

The Publishers' Weekly.

FOUNDED BY F. LEYPOLDT.

JANUARY 7, 1888.

PUBLISHERS are requested to furnish title-page proofs and advance information of books forthcoming, both for entry in the lists and for descriptive mention. An early copy of each book published should be forwarded, to insure correctness in the final entry.

The trade are invited to send "Communications" to the editor on any topic of interest to the trade, and as to which an interchange of opinion is desirable. Also, matter for "Notes and Queries" thankfully received.

In case of business changes, notification or card should be immediately sent to this office for entry under "Business Notes." New catalogues issued will also be mentioned when forwarded.

All matter, whether for the reading-matter columns or our advertising pages, should reach this office not later than Wednesday noon, to insure insertion in the same week's issue.

"Every man is a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help thereunto."—LORD BACON.

THE TWO METHODS OF SELLING BOOKS.

WE have on our table a well-made and well-illustrated quarto catalogue of 150 pages scheduling something over 5000 well-selected books from the lists of most of the publishers, with several lines of Bibles and photograph albums, and appended blanks for ordering books. This catalogue is sent out by a so-called "Library Association" of Boston, with agencies in most of the leading cities. This Association holds out to bookbuyers the bait of "wholesale prices" on retail orders, naming in each case the publisher's price and in contrast with it a selling price varying somewhat with the publisher's discount, but usually about one-third off, and adding a mailing rate. The prices seem low, but when the postage is added they do not run much if any below the 20% off, so generally demanded by bookbuyers. We happen to have, also, on our table circulars from two other "Library Associations," both of Chicago, and most of our readers know the Literary Union started by the *World* newspaper a year or two ago, as an inducement for subscriptions to the *World*. These agencies are all organized on the same basis, doing business from catalogue orders, and therefore doing it at little risk and without the necessary margin for stock and store expenses. By massing orders they seem to do a larger business than most individual booksellers, and thus obtain the publishers' best lines of discount, and by seeming to undersell the bookseller they cut him out in his own local market.

These Associations, which are a comparatively recent development, have stepped in between the publishers and the booksellers by taking advantage of the confusion between two methods of selling books. Books may be sold in either one of two ways; the old-fashioned way was, that the bookseller who carried a stock should be given such advantages by the publisher that he could afford to keep a well-supplied store, to train himself in a knowledge of books, to work hard in getting and keeping customers, and to advertise more or less in the local press. In this way the publisher had an enormous number of local agencies through the country, which showed his books on the counter and made a wider market for them than they might otherwise have had.

With the increase in mail and like facilities, the increasing number of lines issued each year by different publishers, and the general change in methods of doing business, the book business has departed more and more from what we may call the local method, and become more and more centralized. The origin of this was probably in the desire of the publisher, first, to make use of new methods to reach localities where there was no book-store, and next to take advantage of mail facilities to save for himself the profit formerly allowed the bookseller. Alongside of this, in the course of the competition, the discount system developed until the nominal or advertised price of books did not correspond to the practical selling price. The result of this has been to decrease not only the number of book-stores in proportion to the community, but probably the actual number of book-stores throughout the country, and the publisher more and more relies upon mail orders as a centralized means of pushing his books. This has necessitated the expenditure of enormous sums for advertising not only in the trade and literary papers, but in the local press throughout the country, and these and similar items have done away with the large part of the margin which the publisher thought he was saving in dealing direct with the customer instead of the publisher.

The natural development of all this was in the direction of just such so-called Associations as we have mentioned above. These are not "Library Associations" in the sense in which they purport to be, but simply commission agencies which have sprung up in the book business, just as commission houses have obtained so large a share of business in other trades. They have neither the advantage of the one system nor of the other—that is to say, they do not tempt the local buyer by showing him the books, as was done under the old system, and they do not save the publisher the part of the bookseller's margin which he thought he was getting under the new. Such attractive catalogues, with order-blanks making

it easy for individuals to send orders by mail, doubtless extend the sale of books more or less, but the increase is probably less than it would be under a good system of local bookselling. These Associations cut in at both ends, and do good in the long run neither to the publisher nor to the bookseller.

So long ago as the Philadelphia Convention of the A. B. T. A., the conductors of this journal advocated the policy of cutting down the nominal to the actual price of books. We believe still that this course at that time would have prevented many of the subsequent evils of the book business. This journal has hesitated to place much value upon proposed artificial restrictions which seek to regulate the current line of business development. Certain changes of the book business were inevitable with the development of the country, and few local book-stores can undertake to keep in stock the several thousand books a year issued for the American trade alone, so that in some degree the development of commission or order business was a necessity. It is now going too far, and publishers who are far-sighted should have a care. We do not propose that anything should be done in this matter by restrictive association; the book-trade is not one which could be made a Trust, even if that monstrosity were desirable.

There are three steps which would aid in encouraging the local book-store, as against these Association under-cutters: first, to make the line of prices real and not nominal, so that these people would not have the entirely gratuitous advantage over the bookseller which they seem to have now; secondly, the making of an extra discount on advance and large first orders, so as to give enterprising dealers an advantage over those who simply gather orders by mail; thirdly, the addition of postage-rate to the actual price of books, as done in the catalogue which we have made the subject of this text. These three steps, which any publisher can take for himself, would help very much to give the local book-trade its old standing, and to revive an agency for selling books which no other system can replace.

COMMUNICATIONS.

SHALL THE BOOKSELLER SURVIVE?

To the Editor of *The Publishers' Weekly*:

DEAR SIR: Twenty-one years ago, following a long-cherished design, I became a bookseller. From my earliest boyhood a great publishing-house or book-store represented possibilities for usefulness and for good second to no other profession or vocation. The building up of such an establishment was a dream that dominated all other aspirations. The bookseller was the good genius gathering together treasures of intellectual wealth, rejecting the chaff, giving forth only the good wheat to the multitude hungry for "the best of good books;" my imagination filled this vocation with golden

opportunities—a work that would be a daily and hourly satisfaction. What great benefits could be conferred on his community by the bookseller who pursued his profession with energy, zeal, and the desire to make it the centre of intelligence stored up ready for all comers!

Alas, alas! Twenty-one years have passed (all too quickly). During all these years I have struggled first to attain to earlier ambitions, later to keep a semblance of a book-store. It is needless to say that the voracious crowd, hungry for the intellectual pabulum which I stood ready to dispense, never swooped down, leaving me with empty shelves and full coffers. Oh, no. Now and then callers drop in to see about discounts, or if we can furnish such and such books as cheap as Cut-em-up & Divide-em, or to let me know they always order direct from the publisher, or Wanamaker or Alden, or from "clearance-sale," or from the "Library Association," or Macy's, or the "cheapest book-store on earth," or from anybody except the dazed recipient of these "home thrusts." In vain do I call attention to a well-selected stock, good editions, fine bindings, etc. In vain do I call in play all the resources of a tongue made eloquent by the necessity of making sales to meet coming bills. To all these blandishments—including the *pièce de résistance* of 20 to 25 per cent. he ventures the unanswerable argument of a clearance catalogue which he has in his pocket, or the catalogue of the "Home Library Association," or quotations from the "cheapest." When he has departed, alone with my reflections and books (also payable bills), I turn to the unopened mail. The first envelope contains circulars advising me to "stock up." Bah! I take up the next. Heavens! What is this? Butcher & Co.'s "Confidential to the trade only. List of books at strictly net prices." It was just exactly the list my customer had exhibited to me a few minutes before. Disgusted, I seize pen, as I have done many times before, determined to write a "scorcher" to "Whom it may concern," but I lay it down as I did before. *Cui bono?*

Mr. Editor, you have championed the bookseller, pleaded his cause, deplored his decline, offered sage words of advice, counselled patience and prudence, advised enterprise and wide-awakeness, and altogether, in a general way, said as comfortable things as could be said under the circumstances. But, if you will permit me, I will say frankly that if you regard the booksellers as a part of your constituency valuable enough to be saved, if indeed their destruction would imperil your own existence, then you must make your paper more a "booksellers'" than a publishers' WEEKLY, and take hold of the vital questions that are sapping the foundations of the trade, and hammer away on them until publishers recognize that the inevitable result of the present policy is the certain ruin of bookselling in its legitimate and best sense. The decadence of publishing follows quickly that of bookselling.

No bazaar man, or agent, or association, or any other method can take the place of the bookseller proper who studies his business as a profession and makes books his chief thought. It is useless for publishers to claim a want of enterprise in booksellers and hash up complaints of his inability to give customers information, or lack of enterprise in "stocking up." Pray, Mr. Publisher, whose fault is it? I believe booksellers (what there is left of them) do not lack in energy, ability, or will. What they do lack is encouragement from you—you who give freely with one hand and take away

with the other—you, sir, must foster, aid, encourage, and *protect*, in all possible ways, the agents upon whom you most rely to distribute your products—the bookseller if he is that agent, if not, then the other.

I believe the remedy for the greater evils of the trade is in the hands of the publishers. The publisher can, if he will, control his own productions. It is easy to trace his stock from the moment it leaves his hands, and if he really desires it can be kept out of the hands of all slaughterers. But at last the whole question hinges on a single proposition: Is the bookseller any longer desirable; is he any longer indispensable in the estimation of publishers? If not, then all arguments are useless and all pleadings vain. Booksellers can make up their minds to waste no time or money in useless endeavors to right an ever-increasing wrong.

It was the communication of Mr. Henry Cary Baird in your issue of the 5th of December last year, coupled with a notice of the withdrawal of an old veteran of the trade (Mr. A. Roman, of San Francisco), that has influenced me to address you this letter. A communication of the nature and coming from such a source must be regarded as peculiarly significant. Mr. Baird is not only a bookseller and publisher, but a man well versed in those economic laws that are the prime factors of success or failure in all trades and professions. I do not remember seeing before a "statement of the case" that so nearly coincided with my own views.

Summing up the whole matter, Mr. Editor, it seems to me that *you*, the publishers, and the trade must unite in an effort to bring about such reforms as will save what there is left and build up a new generation of *booksellers*. Can it be done? I have no doubt it can, but it will have to be done, as all great works are done, through *organized* effort. I favor an organization of publishers strictly, and an organization of booksellers strictly, each organization to have an executive committee to act conjointly. This is the only way to bring the matter on a practical basis. Neither limited discounts nor any special plan will ever accomplish the desired end.

A. SETLIFF.

HOW PICKWICK HAS SOLD.

From the London World.

THERE is extant a letter from Charles Dickens, written soon after the publication of "Nicholas Nickleby," in which he says: "You are right about the popularity of the work, for the sale has left even that of 'Pickwick' far behind." However this may have been at the time, the statement is surely not borne out by subsequent events, for in the editor's preface to the handsome *Victoria* edition of the "Pickwick Papers," just published, it is stated that up to the end of last year Messrs. Chapman & Hall alone had sold 900,000 copies of the immortal book, to say nothing of the many thousands which, since the expiration of the copyright some years ago, have been issued by various publishers at prices varying from 1 guinea to 1 penny, or of the sale in the United States, which must have approximated, if it has not exceeded, the sale at home. This *Victoria* edition has all the well-known illustrations, the original drawings by the artist having been carefully reproduced in fac-simile by a new method of photogravure; and in addition several now for the first time published.

NOTES ON AUTHORS.

WILLIAM BLACK's novel, "The Strange Adventures of a House-Boat" is just beginning its course in the *Illustrated London News*.

AMONG the Americans whose writings have been translated into Danish this year are Edward Eggleston, Fenimore Cooper, Miss Alcott, P. T. Barnum, Henry James, Lew Wallace, and D. L. Moody.

EX-PRESIDENT ANDREW D. WHITE, of Cornell University, has sent his private secretary, George Lincoln Burr, to Europe, to collect material for Mr. White's historical work, "The Warfare of Science."

ROBERT BUCHANAN'S new poem, "A City of Dream," is in blank verse, and deals entirely with religious and speculative problems. It is dedicated to the "Sainted Spirit of John Bunyan." Chatto & Windus will publish it.

IT is reported that M. Renan had already written an estimate of Napoleon III., when the publication of the Mme. Cornu correspondence, edited by him, was prohibited by the ex-Empress Eugénie. The hope has been expressed that M. Renan will issue this estimate in a separate form, as the publication of the latter is now postponed indefinitely.

EDMUND YATES writes, in reference to the knighting of Edmund Arnold, that "Journalists should be pleased with the recognition of their order in the Knighthood and Commandership of India, bestowed by Her Majesty upon Mr. Edwin Arnold, who for many years has been the leading editorial writer on *The Daily Telegraph*, and who is a great Oriental scholar, a charming poet, and a lovable man."

"MISS ROSE ELIZABETH CLEVELAND," says the *N. Y. Sun*, "has been for some years engaged in a close study of the life and work of St. Augustine, with the purpose in view of writing a book upon him and his mother, Monica. The work is in hand, and when completed will be the most thoughtful of all her literary efforts. It is not unlikely that her poems will be gathered together and published in book form in the spring. An effort was made to induce her to do this last season, but she had not the leisure to give to the work of preparation and supervision."

DR. HENRY F. OSBORN, Professor of Comparative Anatomy, and Dr. W. B. Scott, Professor of Geology and Paleontology in Princeton College, have in preparation "A History of the American Fossil Mammals." The scope of the work is a history of the introduction and succession of mammalian life on this continent from the upper triassic period, when the mammals first appeared, to the quaternary and recent epochs which marked the introduction of the present fauna, and the disappearance of the mastodon and other sub-tropical animals. The text will be abundantly illustrated with engravings from the most complete specimens known. In addition to those in the Princeton Museum, the collections of the Philadelphia Academy, of Yale and Harvard Universities, and of Professor Cope, have been available for the purpose.

MR. PAUL LOESER, the editor of the *Staats-Zeitung*, has in preparation a new work which promises to be important and useful. It is to be called "The United States Export Almanac." According to the prospectus, its purpose is "to collect material for the improvement of the

American export trade ; to show what American producers are able to furnish for the markets of the world ; to encourage American business-men in their efforts to compete in foreign markets, and to call the attention of foreign merchants to the opportunities of the sound and profitable business which are offered to them by American producers." Every description of American products will find a place in the pages of the Almanac. Agriculture, mining, machinery, hardware, jewelry, textile fabrics, ready-made clothing, India-rubber goods, leather, chemicals, paper, furniture, scientific apparatus, and musical instruments will all be fully reported upon. The work will all be published in English, Spanish, German, and French.

JOURNALISTIC NOTES.

THE *Sonntags Journal* is a German illustrated weekly journal published by Max Jägerhuber, who is also the publisher of that staunch old German family paper, the *Belletristisches Journal*. The latter itself has improved in many ways under the new management, and promises to make itself as strong and great a favorite with the new generation of readers as it ever was with the old.

GEORGE J. COOMBES is the American agent for the new bibliographical journal, *The Bookworm*, the advent of which was noted in our last issue. It is the size of THE PUBLISHERS' WEEKLY, and promises to be more interesting to the general reader than its contemporary, *Book-Lore*. The first issue, dated December, begins with some introductory verses by Andrew Lang, and contains, besides, about a dozen short papers by H. B. Wheatley, W. Roberts, G. L. Gomme, and others.

THE D. Lothrop Co. offer \$2000 in different prizes, the largest of which is \$500, and the least is \$5. Only "school people, from primary school to college president," may compete. The prizes will be awarded for any writing fit for publication in the *Wide Awake*, no matter how short, how long, or about what topic. Rev. E. E. Hale, D.D., President J. B. Angell, and Mr. Maurice Thompson will act as the committee of award. The next *Wide Awake* will contain further particulars.

THE January *Outing* contains Thomas Stevens' celebrated ride of 1800 miles along the Grand Trunk road of India, from Lahore to Calcutta. His description of the burning Ghats at Benares, and his adventures in Delhi, Lucknow, Cawnpore, and other native cities, made memorable by the tragic part they played in the Indian Mutiny, is most fascinating reading. The illustrations include a "nautch" by Indian dancing girls, and the renowned Taj of Agra, by Messrs. Moessner and Knickerbocker.

WE are pleased to note that Messrs. William Wood & Co.'s enterprise in furnishing a report of the proceedings of the International Medical Congress, in advance of publication in their *Medical Record*, met with the recognition it deserved. To quote the language of *Braithwaite's Retrospect*, "The enterprise of William Wood & Company is worthy of this high compliment, and it will recompense them for the arduous labor and money expended in not only sending slips to the English and American journals on application, and without charge, but for the extraordinary outlay in having the report translated *in extenso*, and printed in the French and German languages

for gratuitous distribution to the medical journals throughout the world. The total expense, we have been credibly informed, of obtaining the report, preparing and distributing it in the manner indicated above, was a little more than \$400."

IT is proposed to issue at once, under the auspices of the Anthropological Society of Washington, an illustrated quarterly under the title of *The American Anthropologist*. Its contents will chiefly comprise papers read before the Society at stated meetings, and will include a journal of the proceedings. In addition it will present from time to time anthropological articles by investigators who are not connected with the society. It will also contain notes recording the discoveries in every department of anthropology, and tracing the progress of the science in all parts of the world. Notices of the current investigations of foreign students will be accompanied with extracts and translations from the publications in which they appear. The subscription price will be \$3 a year.

BUSINESS NOTES.

PHILADELPHIA, PA.—Bennett, Pennwill & Co., booksellers and stationers, have dissolved partnership. T. P. M. Bennett will continue the business under the old firm style.

SAN FRANCISCO, CAL.—Wm. S. Duncombe & Co. have recently moved into larger and more commodious quarters at 427 Sutter St., where they are now carrying a full line of medical books, surgical instruments, and all kinds of medical supplies.

PERSONAL NOTES.

MR. W. H. ARNOLD withdraws from the D. Lothrop Company, March 1.

MR. RICHARD BRINKERHOFF, for some years connected with this office and recently with the *American Bookseller*, announces that he has severed his connection with the latter journal. His present address is P. O. box 1869, New York.

MR. J. PARKER WHITE, of Messrs. White & Allen, sails Wednesday, January 11, on the White Star Steamer *Republic*. Mr. W. E. Edwards, formerly of Hagerstown, Md., will accompany him to take charge of the London Agency, which Messrs. White & Allen have found necessary to establish.

LITERARY AND TRADE NOTES.

WM. S. GOTTSBERGER will publish on the 14th inst. "Leon Roch," a romance by B. Perez Gal-dós, translated from the Spanish by Clara Bell. On the 21st he will publish a new translation, also by Clara Bell, of Saint-Pierre's "Paul and Virginia."

THE Stationers' Board of Trade on the 3d inst, elected these Trustees : Alexander Agar, Henry C. Bainbridge, Henry B. Barnes, Bloomfield Brower, Henry S. Dewey, Charles T. Dillingham, William C. Horn, Samuel I. Knight, John McLaughlin, Samuel Molleson, George L. Pease, James Pott, Walter Preble, B. D. Rising, George R. Cathcart, Frank Squier, William A. H. Stafford, and Iwan Von Auw.

A CORRESPONDENT of the *Evening Post* observes that "a single sentence of Nicholas Nickleby's contains the whole substance of copyright

and copywrong. It is as follows: 'Now, show me the distinction between such pilfering as this and picking a man's pocket in the street; unless, indeed, it be that the Legislature has a regard for pocket-handkerchiefs and leaves men's brains, except when they are knocked out by violence, to take care of themselves.'"

HOUGHTON, MIFFLIN & CO. announce that the publication of the separate volumes of the "Narrative and Critical History of America," edited by Justin Winsor, of Harvard, will not take place at the exact times indicated in the prospectus. Volumes II., III., IV., and V. are already out. Volume VI. will appear in January, and Volume I., which will contain an introduction written after the other volumes have been published, and will be the last to appear, will be issued in January, 1889.

THE records of the famous *Challenger* Expedition will soon be completed, the 22d, 23d, and 24th volumes being nearly ready for publication. This immense work has been in course of publication ever since the end of the voyage in 1874, and furnishes an inexhaustible mine of information on marine biology. For six years the *Challenger's* trawls and sounding machines explored the depths of the oceans of the world, and the cost of compiling and printing the report has already exceeded £200,000.

"A HISTORY of the American Stage before the Revolution" is about to be published by Mr. George O. Seilhamer, literary editor of the *Philadelphia Times*, in which the information on theatrical matters from 1749 to 1774 will be exhaustive. Mr. Augustin Daly has taken upon himself the charges attending the mechanical and artistic execution of the volume. Old playbills, etc., will be copied in the pages, and a handsome and useful and entertaining book may be expected. The edition is limited to 500 copies, large quarto, 363 pages, at \$5, to be had only by subscription of Mr. Seilhamer, at the *Globe Printing House*, in Philadelphia.

GINN & CO. have in preparation a work by Prof. W. F. M. Goss, of Purdue University, entitled "A Course in Bench Work." The subject will be treated in three divisions. Part I. contains the essential facts concerning common bench tools for wood; it describes their action, explains their adjustments, and shows how they may be kept in order. Part II. presents a course of practice by which ability to use the tools may be acquired; and Part III. discusses such forms and adaptations of joints as will meet the requirements of ordinary construction. It is designed for the use of schools and colleges. It will probably not be ready until March next.

THERE is a prospect that Talleyrand's memoirs will appear this year. The papers are ready for the printer, but the period of delay—twenty years—does not expire until May. The original manuscript is in England. There is a copy which M. Bacourt, secretary of the Duke, left to M. Andral, a barrister, and to M. Chatelain, a notary, while M. Andral has made a private copy for safety. The memoirs, together with which will be published the correspondence of the Duc de Talleyrand, will form about eleven volumes. The publication will, of course, depend upon the Duc de Sagan, the chief representative of the Talleyrand family, whose leave must be granted before any decision be taken by the executors respecting the publication.

"THE Dante Society," says the *Evening Post*, "recently announced that Professor E. A. Fay's 'Concordance to the Divine Comedy' was ready, to print, but it is desirable that there should be more subscriptions before the work is undertaken. The volume will make eight or nine hundred pages, and will afford a complete index to the verbal forms as well as the phrases and context of the poem. It is a work in which the greatest care is required, and under the auspices of the society there can be no doubt of its excellence. The contributions of this country to the sort of scholarship which is represented by this volume are so few that a special effort may well be made by those interested to encourage it. Subscriptions may be sent to Mr. John Woodbury, 10 Tremont Street Boston, or Mr. W. C. Lane, Harvard College Library, Cambridge."

LITERATURE IN THE SOUTH.—On the evening of December 16 a number of gentlemen belonging to the rapidly growing Southern Society of New York, met at the Brunswick to discuss business matters and to listen to a discourse on "The South as a Field of Literature," presented attractively by Thomas Nelson Page. Mr. Page spoke of the growing interest in literature in the South, and referred to the fact that most of the Southerners prominent in literature are of the old and illustrious families of the South. He found the instinct for writing and the power to write growing up all over the South.

BOOKS WANTED.

In answering, please state edition, condition, and price.

ANDREWS & CO., ANN ARBOR, MICH.
Scribaer's Magazine, for '87.

W.M. BALLANTYNE & SON, WASHINGTON, D. C.
Story of a Violin, being the Life of Camilla Urso, violinist.

THEO. BERENDSOHN, 86 FULTON ST., N. Y.
Henderson, A., History of Ancient and Modern Wines.
London, 1824. 4°.
Redding, C. W., History of Wines, ancient and modern.

THE BOOK ANTIQUARY, EASTON, PA.
Story, On the Constitution.
Fowler, Eng. Grammar, 8th ed.
White or Crosby, *Oedipus Tyr.*
Almost a Priest.
Ganot, Physics.

Oliphant, Russian Black Sea.
Nolte, Fifty Years in Both Hem.
Hopkins, Law of Love.

Cleveland, Compend. of Eng. Lit.
Lecont, Geology.
Hopkins, Evidences of Christianity.

Keep, Iliad.

Any Primary Physiology.

Crabb's Synonyms.

Voltaire, Charles XII., Eng. tr.

H. A. BROOKS, 226½ ESSEX ST., SALEM, MASS.
Harper's Magazine, bound or in nos. v. 1, 2, 3, 20, 21,
22, 24, 25, 27, 28.

C. N. CASPAR, ANTIQUARIAN BOOKS, MILWAUKEE, WIS.
Kane, Artistic Explorations: Grinnell Exped., v. 2.
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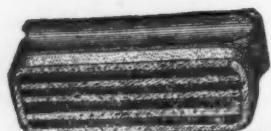
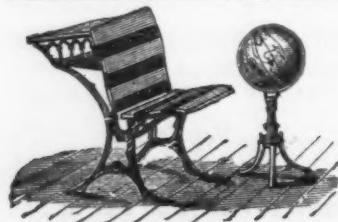
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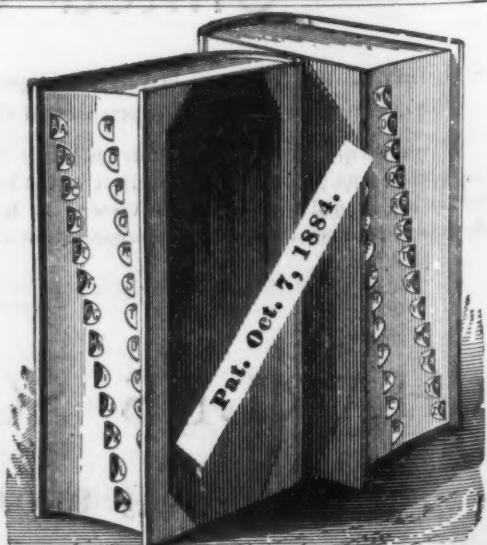
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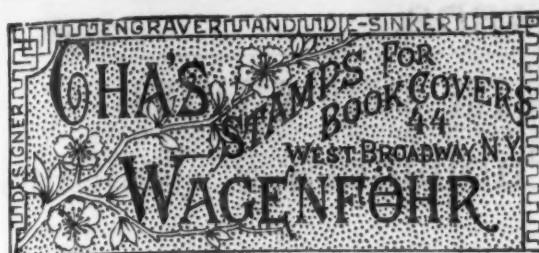


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Part I. will comprise a list of the firms in a General Alphabet; with full information in regard to their nature, their specialties, etc.; firm changes of Publishers, Manufacturing Stationers, Jobbers, etc.; the approximate commercial standing and the present Post-Office Address of all firms, etc., arranged on the plan of the samples given below:

***Armstrong & Son, A. C.**, Bk. Pub., Job. in Bks., Imp. of Bks. (Formerly of Scribner, Armstrong & Co.) Est. 1879. 714 Broadway, New York, N. Y. Br

Control a part of the publications of W. J. Widdleton and Albert Mason.—T. L. Annual: Albert Mason, 1874-78. A. C. Armstrong & Son, 1879-86.—Pub. Spec.: Historical, Juveniles, School-Books, Standard Works, Theology.

***Baker & Taylor Co., The.** W., Bk. Pub., Job. in Bks., Imp. of Bks. (Succeeded Baker & Taylor; Baker, Pratt & Co.; Mason, Baker & Pratt; Oakley, Mason & Co.; Oakley & Mason; Blakeman & Mason; Pratt, Oakley & Co.; Pratt, Woodford & Co.; Farmer, Brace & Co.; T. K. Brace & Co.; Robinson, Pratt & Co.; David F. Robinson & Co.) Since 1886. Est. 1830. 9 Bond St., New York, N. Y. I

T. L. Annual: 1885-86. Pub. Spec.: Elocution, Novels, Philosophy, Phonography, Socialism, Speakers and Recitations, Theology.

Part II. will present a Digest of the various Book Publishers on this plan:

Those names marked with a + are Jobbers or Importers, the others are Publishers.

Agriculture.

Atlases.

Cyclopaedias.

French Books — Importers.

American News Co.
Appleton & Co., D.
Cassell & Co.
Clarke & Co., Robert, etc.

Appleton & Co., D.
Bradley & Bros., Wm. M.
Cram, G. F.
Ivison, Blakeman & Co., etc.

Appleton & Co., D.
Dodd, Mead & Co.
Estes & Lauriat.
Funk & Wagnalls, etc.

+Brentano's.
+Caspar, C. N.
+Christern, F. W.
+Jenkins, Wm. R., etc.

Part III., Digest of the Trade Lists of the Manufacturing and Jobbing Stationers, and the Blank-Book and Paper Makers, arranged same as Part II. above.

Part IV. gives the list of Publishers and Manufacturers arranged Geographically, by States and Territories, as follows:

The sign § indicates the buyer of the house and the figure after the County the number of inhabitants of the place, according to the last census.

GEORGIA.

Area of State, 58,980 Sq. Miles. Population, 1,542,180.

ATLANTA—Fulton Co.—50,000.
Harrison & Co., James P. Bk. Pub., Prin. and Bk. Bks. 2
Thornton, E. H. & J. R. R., Bkr., Stat., News D. 6

MASSACHUSETTS.

Area of State, 8,315 Sq. Miles. Population, 1,783,085.

BOSTON—Suffolk Co.—390,406.
Estes & Lauriat.—I. R. Webber§.—W. & R., Bk., Sub. Bk. and Per. & Mag. Pub., Job. in Bks., Imp. of Bks., Ant. Bkr.—301 to 305 Washington St. A

Part V. gives the special nature of the various houses, enabling one to reach all firms with only such catalogues, circulars, etc., as may, by the character of their business, be of special interest to them. In this division all Publishers, Book Jobbers, Booksellers, Antiquarian Booksellers, News Companies, Newsdealers, Art Emporiums, Music Dealers, Manufacturing, Jobbing, and Retail Stationers, Blank-Book and Paper Makers, etc., will be separately classified and arranged in alphabetical order.

Part VI. embraces the Theory and Practice of the Book, News, and Stationery Trade, a list of Trade-Bibliographies and Trade-Journals, etc., etc. This section will prove of value to younger Booksellers, Newsdealers, or Stationers, and especially to inexperienced Dealers.

It is estimated that the Directory, when completed, will contain the addresses of nearly

20,000 FIRMS ACTUALLY IN BUSINESS.

Price to Subscribers \$8.00 net—to Non-Subscribers, \$12.00, net.

Orders for the above work will be received by

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FRANKLIN SQUARE (330 PEARL ST.), N. Y.

Annual Catalogue.

1887.

The Annual American Catalogue for 1887 will be ready as early in the year as the mechanical difficulties permit. It will contain:

- (1) Directory of American Publishers issuing books in 1887.
- (2) Full-title Record, with descriptive notes, in author, alphabet, of all books recorded in the PUBLISHERS' WEEKLY-1887.
- (3) Author-, title-, and subject-index to same, in one alphabet.
- (4) Publishers' annual lists for 1887.

The edition will be limited, and to secure copies orders should be sent at once, IN ADVANCE OF PUBLICATION. The price will be \$3.00 sheets, \$3.50 half leather.

Of the Annual Catalogue for 1886 but 9 copies remain unsold. The price is now raised to \$5.00 half leather, and booksellers or libraries wishing a complete set of this line of bibliography should order at once.

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P. O. Box 943.

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